

Message Text

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PAGE 01 ABU DH 00566 110926Z

43

ACTION AF-05

INFO OCT-01 EA-07 NEA-09 ISO-00 EB-05 DRC-01 RSC-01 /029 W

----- 119880

R 110826Z MAY 74

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 1555

INFO USDOC WASHDC

AMEMBASSY BEIRUT

AMEMBASSY DAR ES SALAAM

AMEMBASSY KUWAIT

AMEMBASSY BONN

AMEMBASSY SEOUL

AMEMBASSY TEHRAN

UNCLAS ABU DHABI 0566

KUWAIT PASS MUSCAT

USDOC FOR MEPD

E.O. 11652 N.A.

TAGS: BEXP, TC, MU

SUBJ: BIDS FOR BUREIMI-SOHAR ROAD

1. ON MAY 8 BIDS FOR THE BUREIMI-SOHAR ROAD PROJECT WERE OPENED AT THE ABU DHABI PROJECT COMMITTEE. OF NINE COMPANIES WHICH HAD BROUGHT TENDER DOCUMENTS, FIVE SUBMITTED BIDS, WHICH WERE, IN ASCENDING ORDER, AS FOLLOWS:

A. SHIABAG (GERMAN) DH. 144,370,000 \$36,549.370

B. DONG AH (KOREAN) DH. 159,591,000 \$40,402,782

C. GULF SYNDICATE DH. 166,822,425 \$42,3520

(KUWAITI-IRANIAN)

D. SPIC-BATING HOLLS WITH DH. 168,016,643 \$42,535,860

KHARAFI (KUWAITI) AND

SANRAPT-BRICE (FRENCH)

E. NELLO TEER (U.S.) DH. 177,224,772 \$44,867,017

2. NEXT STEP IS CONSULTANT'S ANALYSIS OF DETAILS OF EACH BID AND

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PAGE 02 ABU DH 00566 110926Z

ITS RECOMMENDATION TO MINISTRY FOR FINAL DECISION.

THIS PROCESS WILL TAKE FROM THREE WEEKS TO TWO MONTHS. AS
ONE CONTRACTOR STATED, QUOTE NOW THE REAL FUN BEGINS UNQUOTE.

3. THE FOUR HIGH BIDS HAVE NO MORE THAN A TEN PER CENT SPREAD
AND CAN BE CONSIDERED VIRTUALLY EQUAL. STRABAG IS THE ONLY
ONE OF THE FIVE COMPANIES NOW OPERATING IN OMAN, AND ITS
LOW BID MAY REFLECT ITS LOWER MOBILIZATION COSTS.

4. COMMENT: SINCE STRABAG IS A FULL TEN PERCENT LOWER THAN
THE SECOND LOWEST BIDDER, THE CONSULTANT WILL PROBABLY
RECOMMEND IT IN FAVOR UNLESS DIFFICULTIES APPEAR IN
THE DETAILS OF ITS BID. HOWEVER, TEER IS TO BE COMPLI-
MENTED ON THE PRECISION AND QUALITY OF ITS BIDDING WORK,
WHICH HAS IMPRESSED BOTH CONSULTANTS AND RIVAL CONTRACTORS.
NORMALLY A CONTRACTOR BIDDING FOR THE FIRST TIME IN THE UAE
WOULD EXPECT TO BID HIGH BECAUSE OF LACK OF FAMILIARITY WITH
O:-) :?,\$8589, . ALSO IN TEER-6 :- 3, SHORTNESS OF TIME MAY
HAVE ADDED AS MUCH AS THREE TO FIVE PER CENT TO THE COMPANY'S
FINAL FIGURE. UNDER THESE CONDITIONS THIS COMPANY'S EXCEEDING
THE MEDIAN BID BY ONLY FIVE PERCENT IS A VERY CREDITABLE
PERFORMANCE. TEER'S EXPERIENCE HAS SHOWS THAT U.S. CONTRACTORS
CAN COMPETE IN THIS VERY LUCRATIVE PERSIAN GULF MARKET IN AREAS
OTHER THAN THE TRADITIONAL MILITARY AND HMIGATECHNOLOGY PETRO-
CHEMICAL FIELDS.
GRIFFIN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 11 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974ABUDH00566
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740116-0193
From: ABU DHABI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740555/aaaabwxv.tel
Line Count: 86
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AF
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: elyme
Review Comment: n/a
Review Content Flags:
Review Date: 01 NOV 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <01 NOV 2002 by shawdg>; APPROVED <06 JAN 2003 by elyme>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BIDS FOR BUREIMI-SOHAR ROAD
TAGS: BEXP, TC, MU
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005